

Message Text

UNCLASSIFIED

PAGE 01 BELGRA 01992 020728Z
ACTION COM-04

INFO OCT-01 AF-08 EUR-12 ISO-00 XMB-04 OPIC-06 AID-05
IGA-02 TRSY-06 /048 W
-----021758Z 027674 /43

R 011529Z APR 77
FM AMEMBASSY BELGRADE
TO SECSTATE WASHDC 100
AMEMBASSY LAGOS
INFO AMCONSUL ZAGREB

UNCLAS BELGRADE 1992

DEPARTMENT PASS COMMERCE AND OPIC

E.O. 11652: N/A
TAGS: BBAK, BEXP, OPIC, EINV, YO, NI
SUBJECT: POSSIBLE JOINT VENTURE BETWEEN YUGOSLAV AND U.S. FIRMS
IN NIGERIA

1. MR. JOSHUA BENANAV, PRESIDENT OF INTERNATIONAL TRADING AND DEVELOPMENT LTD (300 MARTINE AVENUE, WHITE PLAINS, NY 10601) IS DISCUSSING WITH YUGOSLAV FIRM SIPAD, SARAJEVO, POSSIBLE PARTNERSHIP IN NIGERIA. NIGERIAN COMPANY IBRU (SUBSIDIARY OF LAIBRU CO.) WOULD HOLD FIFTY PERCENT WHILE U.S. AND YUGOSLAV PARTNERS WOULD SPLIT THE REST. PARTNERSHIP WOULD INVOLVE STEEL FRAME PREFABRICATED BUILDINGS (SEPARATE JOINT VENTURES FOR BOTH PRODUCTION IN NIGERIA AND CONSTRUCTION). JOINT VENTURES WOULD BEGIN PRODUCTION LATE THIS YEAR AND BE SUPPLYING ABOUT 1,000 HOUSING UNITS ANNUALLY WITHIN THREE YEARS. IT IS CLAIMED THAT NIGERIAN GOVERNMENT WILL PROVIDE MOST OF DOLS 2 MISSION FINANCING, AND ITAD LOOKING FOR PARTNER WHO CAN SUPPLY MIDDLE LEVEL MANAGEMENT AND SOME COMPONENTS RATHER THAN MUCH EQUITY.

2. YUGOSLAV FIRM NOT VERY KEEN PARTICIPATE IN MANUFACTURING, BUT INTERESTED IN ERECTION AND SUPPLY OF DOOR/WINDOW FRAMES AND FURNITURE. ITAD CLAIMS OPIC COVERAGE ON OTHER ASPECTS OF UNCLASSIFIED

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THEIR NIGERIAN OPERATIONS.

3. ACTION REQUESTED: SINCE ITAD HAS ASKED EMBASSY FACILITATE CONTACTS WITH SIPAD AND OTHER YUGOSLAV ENTERPRISES, DEPARTMENT PLEASE SUPPLY CREDIT RATING AND REFERENCE CHECK ON U.S. FIRM. DOES OPIC HAVE ANY COMMENTS? CAN EMBASSY LAGOS PROVIDE MORE INFORMATION ON PROPOSED MODULAR HOUSING PROJECT, AND

INVOLVEMENT OF IBRU AND NIGERIAN GOVERNMENT?
YORK

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FOREIGN INVESTMENT, JOINT VENTURES, PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Sent Date: 01-Apr-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BELGRA01992
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770115-0107
Format: TEL
From: BELGRADE
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t197704100/aaaadixy.tel
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Litigation History:
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Message ID: 92ebb39b-c288-dd11-92da-001cc4696bcc
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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TAGS: BBAK, BEXP, EINV, YO, NI, US, OPIC
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